

ANDERSON EXHIBIT 18A

July - September 1999

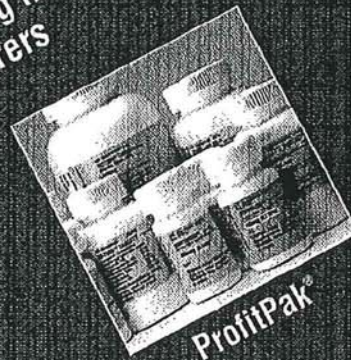


Advantage

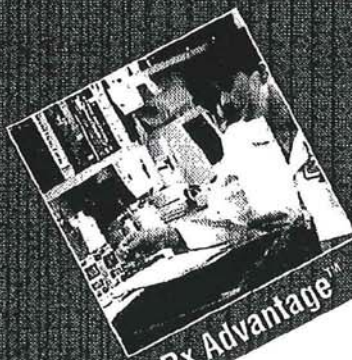
Lucrative Contract Pricing from
Leading Manufacturers



Leader® Brand Products



ProfitPak®



Rx Advantage™



PreferredSOURCE™

Over 100 NEW Items!
Inside This Catalog

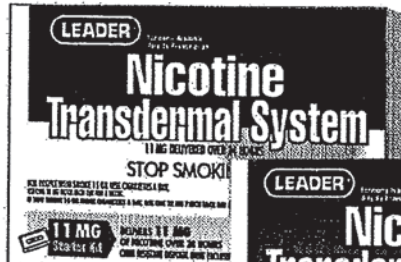


 **Cardinal Distribution**

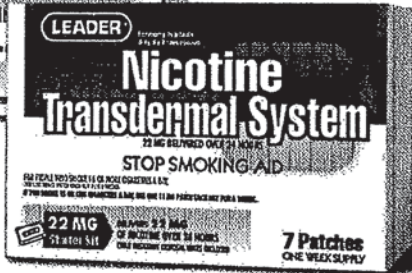
CH 055666

LEADER®

Pharmacist Update



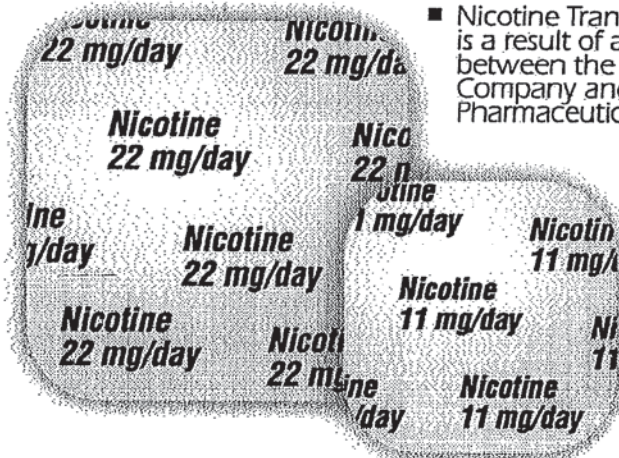
11mg Strength

22 MG Starter Kit/7 Patches
CIN 2850659/DP 28506522 MG Refill Kit/14 Patches
CIN 2850667/DP 285066

22mg Strength

Nicotine Transdermal System

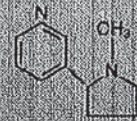
- FDA approved OTC product.
- Demonstrated record of safety and efficacy.
- 24 hour control of nicotine withdrawal symptoms.
- Dosing flexibility:
 - 22 mg Strength for people who smoke 16 or more cigarettes per day.
 - 11 mg Strength for people who smoke 15 or less cigarettes per day.
- Starter kit features Audio Tape and Action Guide; refill kits with 14 patches are available.
- Patches are packaged in a child-resistant pouch and a disposal unit is included.
- Nicotine Transdermal System is a result of a joint-venture between the Perrigo Company and Elan Pharmaceuticals.



Patches shown actual size



Nicotine Transdermal System

**Indications:**

To reduce withdrawal symptoms, including nicotine cravings associated with quitting smoking.

Contraindications:

In patients hypersensitive or allergic to nicotine.

Strengths:

22 mg and 11 mg (the same as former Rx strengths)

Dosage:

22 mg per day for 6 weeks or 11 mg per day for 6 weeks

Pregnancy Warning:

Nicotine has been shown to cause fetal harm in animal studies.

Side Effects:

Abdominal pain, somnolence, skin rash, sweating.

What happens to your body when you quit smoking?

In 20 Minutes

- Blood pressure drops to a level close to that before the last cigarette.
- Temperature of hands and feet increases to normal.

8 Hours Later

- Carbon monoxide level in blood drops to normal.

After 24 Hours

- Chance of heart attack decreases.

2-3 Weeks Later

- Circulation improves.
- Lung function increases up to 30%.

In 1-9 Months

- Coughing and congestion, fatigue, shortness of breath decrease.
- Lungs regain normal function. The lungs' increasing ability to rid the body of tar and the lungs' reduced irritation.

1 Year After Quitting

- Extent of coronary heart disease, similar to that of smokers.
- Source: American Cancer Society.

CH 055667

July - September 1999

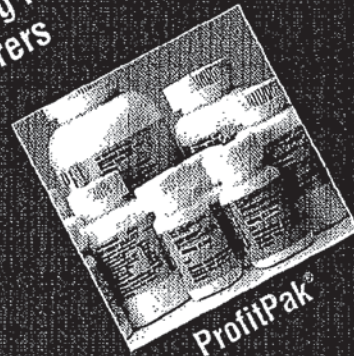


Advantage

Lucrative Contract Pricing from
Leading Manufacturers



Leader® Brand Products



ProfitPak®



Rx Advantage™



PreferredSOURCE™

Over 100 NEW Items!
Inside This Catalog

 **Cardinal Distribution**

CH 055668

LEADER
POWERED BY
NORVOTEC

Nicotine Transdermal System

11 MG DELIVERED OVER 24 HOURS.

STOP SMOKING

FOR PEOPLE WHO SMOKED 10 OR MORE CIGARETTES A DAY, QUITTING CAN BE THE MOST CHALLENGING STEP TO TAKING CONTROL OF YOUR SMOKING. 11 MG NICOTINE TRANSFERAL SYSTEM IS A PAINLESS, EFFECTIVE WAY TO STOP SMOKING. IT'S THE ONLY PATCH THAT DELIVERS 11 MG OF NICOTINE OVER 24 HOURS.

11 MG Sticker (4)
NORVOTEC

LEADER
POWERED BY
NORVOTEC

Nic

LEADER Laboratory Tested
Proven 100% Effective

**Nicotine
Transdermal System**

22 MG DELIVERED OVER 24 HOURS

STOP SMOKING AID

FOR HEAVIER SMOKERS 11 OR MORE CIGARETTES A DAY.
PROVEN TO HELP 80% OF SMOKERS QUIT.

IF YOU SMOKE 11 OR MORE CIGARETTES A DAY, YOU CAN GET THE MOST BENEFIT FROM 7 PATCHES.

22 MG
Nicotine Patch

DELIVERING 22 MG
OF NICOTINE OVER 24 HOURS
ONE WEEKLY PATCHAL, MAINTAINS

7 Patches
ONE WEEK SUPPLY

Nicotine Transdermal System

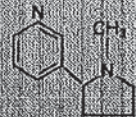
- FDA approved OTC product.
- Demonstrated record of safety and efficacy.
- 24 hour control of nicotine withdrawal symptoms.
- Dosing flexibility:
 - 22 mg Strength for people who smoke 16 or more cigarettes per day.
 - 11 mg Strength for people who smoke 15 or less cigarettes per day.
- Starter kit features Audio Tape and Action Guide; refill kits with 14 patches are available.
- Patches are packaged in a child-resistant pouch and a disposal unit is included.

- Nicotine Transdermal System is a result of a joint-venture between the Perrigo Company and Elan Pharmaceuticals.

Patches
shown
actual size



Nicotine Transdermal System



Abdominal pain, somnolence, skin rash, sweating

- Excess risk of coronary heart disease in tall thin smokers.

Did you know . . .

**96% of all product shipped through
First Script™ is dispensed to patients
within 90 days!**

Increased Profitability

- More than \$600 average annual program savings
- Off-invoice savings
- Free goods on non-exclusive generics
- 90 days dating

Automatic Distribution

- Products available when patients need them
- No lost sales to your competitors because items aren't stocked

Guaranteed Sales

- Eliminate the risk of unsold product
- Return product for full credit if not sold within 90 days
- Reminder letter sent to return unused product before dating expires
- Only 4% of all product is actually returned

Managed Product Selection

- A team of Registered Pharmacists select only the most high-profile and best-selling items for distribution
- Average 3-5 items per month

First Script™

**Receive newly released brand and
generic products effortlessly and
before your competition!**

**For more First Script™ information contact
your Cardinal Sales Consultant.**



Cardinal Health

CH 055670